Sales Tax Information Bulletin #52

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Subject: Wholesalers

References: IC 6-2.5-4-1; IC 6-2.5-4-2; 45 IAC 2.2-4-1; 45 IAC 2.2-4-4

I. Definition

Persons engaged in making wholesale sales in Indiana are Indiana Retail Merchants. A person makes a wholesale sale in Indiana when such person:

- 1. Sells tangible personal property, other than capital assets or depreciable property, to a person who purchases the property for the purpose of reselling it without changing its form;
- 2. Sells tangible personal property to a person who purchases the property for direct consumption as a material in the direct production of other tangible personal property produced by the person in his business of manufacturing, processing, refining, repairing, mining, agriculture, or horticulture;
- 3. Sells tangible personal property to a person who purchases the property for incorporation as a material or integral part of tangible personal property produced by the person in his business of manufacturing, assembling, constructing, refining, or processing;
- 4. Sells drugs, medical or dental preparations, or other similar materials to a person who purchases the materials for direct consumption in professional use by a doctor, hospital, embalmer, barber, or hair stylist;
- 5. Sells tangible personal property to a person who purchases the property for direct consumption in his business of industrial cleaning; or

6. Sells tangible personal property to a person who purchases the property for direct consumption in the person's business in the direct rendering of a public utility service.

A person does not make a wholesale sale in Indiana when such a person:

- 1. Acquires tangible personal property owned by another person;
- 2. Provides industrial processing or servicing, including enameling or plating, to the property; and
- 3. Transfers the property back to the owner to be sold by that owner either in the same form or as a part of other tangible personal property produced by that owner in his business of manufacturing, assembling, constructing, refining, or processing.

II. Registration

A person engaged in making wholesale sales in Indiana must register as an Indiana Retail Merchant. A person may register by filing application Form BT-1 with the Indiana Department of Revenue and submitting the application fee of twenty five dollars (\$25.00). The certificate issued to the Indiana Retail Merchant is a permanent certificate. It is not subject to renewal.

III. Exemption Certificates

A. Purchases by Wholesalers

A person engaged in making wholesale sales in Indiana who is registered as an Indiana Retail Merchant may issue an exemption certificate in lieu of paying Indiana Sales Tax upon purchases of tangible personal property, provided such purchases are exempt under Indiana law. For example, a wholesaler may issue an exemption certificate for tangible personal property purchased for resale.

B. Sales by Wholesalers

A person engaged in making wholesale sales in Indiana may accept a properly executed exemption certificate from a customer in lieu of collecting sales tax, provided the customer is registered as an Indiana Retail Merchant and the purchase is exempt by statute.

Kenneth L. Miller Commissioner

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